

The ROYAL

VOLUME NINE



STANDARD

NUMBER TEN

OCTOBER, 1924

JACKSON, OF SAN ANTONIO, WINS BIG CONTEST

The Final of the Big Race is over. The qualifying sprints that lasted five months culminated in a gruelling, constantly see-sawing battle that, for closeness and swiftness of pace, was never equalled in a Royal Contest.

One man stands out head and shoulders above all the rest. If ever a man deserved a victory, he did. Starting the first week of the month in first place—being headed the second week

undoubtedly be interesting to every man in the organization.

First of all, the domestic organization—branch and dealer alike—came through with a rush of business in September that was surprising. Every previous September record was surpassed and sales very nearly reached the Company's peak record, which was last March.

We heard so many people talking about "bad business," elections and many other harbingers of grief, that we cannot help feeling immensely proud of the wonderful record which was made in September. It proves just one thing—that the Royal Typewriter Company is making progress—every month, every day—every minute. Whether tide is against us or with us—the steady march to the head of the industry continues. Each month records are made and broken, and each month new marks are set—regardless of obstacles—regardless of conditions.

That is progress—the mark of an organization and a product that will not stand still, but must continually go forward—to the top. To the men who are accomplishing it—who have shown both speed and stamina in this contest just past goes every appreciation and every bit of credit due them.

To say that Mr. Jackson had some task in winning in the first division is not putting it strong enough. He had to make practically three hundred per cent. of his quota—and a few machines less might have told

a much different story at the finish of the race.

The first four offices each more than doubled their quotas—and a slight slip-up on the part of the winner would certainly have returned one of these offices in his place. We say that Mr. Jackson deserved his victory, and he certainly did—to beat a crew such as he was competing against.

Mr. Jackson won the first two heats in the qualifying contest. He made records for his office in those two hot fights—but the performance that he turned in for the month of September surpasses all and puts him in a class by himself. He has the congratulations of the whole organization.

Portland, Ore., Office Second

Most contests that are run carry a winner and a bunch of also-rans who

are mostly outclassed—but this was emphatically not the case in September. Any other of the first four offices could have easily won the contest in another month than September.

Mr. Russ, Manager of the Portland, Ore., Office, ran a wonderful race in coming in second. He also surpassed all previous records. For a large part of the month, Portland lead the entire division—and his pace was so fast that it was only the super-record of Jackson that enabled him to conquer the Portland Office in the final sprint.

Mr. Wakefield, still in his novitiate in the management of a branch office—carried his Cincinnati Office up into third place. To him also goes a big wreath of laurel. Coming into the qualifying race when it was partly over, he put on sufficient speed during the past two months of it to pull

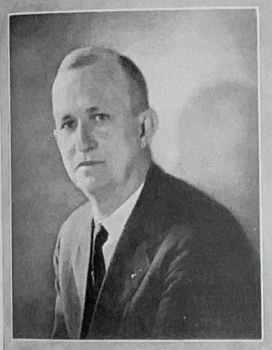
Cincinnati away out of a hole up into the first ten—and then, in the big final race he finished near enough to the winner to make that worthy office worry considerably before first place was cinched. Cincinnati came within two points of Portland, in second place.

Mr. Walker, Manager of the Grand Rapids Office—made a wonderful showing in closing the month in fourth place. He did extremely fine work in pulling up to that position.

In fifth place came Mr. Boshan, Manager of the Bangor Office, while Louisville finished sixth. The rest of the offices in the order of their position were: Mr. Jones, of Kansas City, seventh; Mr. Closson, of Bos-

ton, eighth; Mr. Mitchell, of Denver, ninth; and Mr. Robinson, of the New York Office, tenth.

In the other division, as was announced, Mr. H. H. Tomkinson, Manager of the Fresno Office, was winner. Mr. Tomkinson made a start that was rather slow, and was seventh for the first week or so. After that, however, once he gained his speed, he was not headed for a moment and finished well



—then going into third place the third week—he came through the final lap with the finest exhibition of gameness that we have ever seen.

That man is Mr. J. T. Jackson, Manager of the San Antonio Office, and to him goes all the glory of a hard race well run and well won.

The contest all through was tremendously interesting and competition was fierce.

In the Second Division, for the Prize of \$200.00, the Fresno Office, with its manager, Mr. H. H. Tomkinson, ran a wonderful race and came through winner. While the race here was not quite so hot and gruelling as it was in the First Division, there was certainly enough of a battle to compel Mr. Tomkinson to average nearly twice his quota in order to win.

A little resumé of the contest will

HARVEST

Amid the political campaigns, Dawes settlement of reparations, the increased price of farm products and the rise in steel production, one is apt to forget the old fashioned fact that we are in the harvest part of the year. It has always been the good business time for merchants and manufacturers just as it is for the farmer.

When you get right down to it, this harvest period probably has more effect on business and orders than everything that you see in the headlines of the papers. It is more fundamental, more controlling and more vital, but because it is so commonplace and expected, we overlook it and take it for granted.

It does not do, however, amid the choppy waves on the strong current of the river to forget that the big main movement of the water is the one that carries the boat.

The current now is the current of big crops, harvest time and 110,000,000 people getting ready for the seasonal change which brings about money spending in anticipation of the winter months.

Why was Thanksgiving put in the Fall?—Because then the larders are full and the horn of plenty is overflowing.

The season is working for the Royal Typewriter man. Every chart of business provides for what is known as "seasonal activity" or increases and at no point of the year is more allowance made for seasonal increase in business than is made for these months in the Fall. It is just naturally a big business time.



in the lead. He, too, deserves the prize that was awarded him.

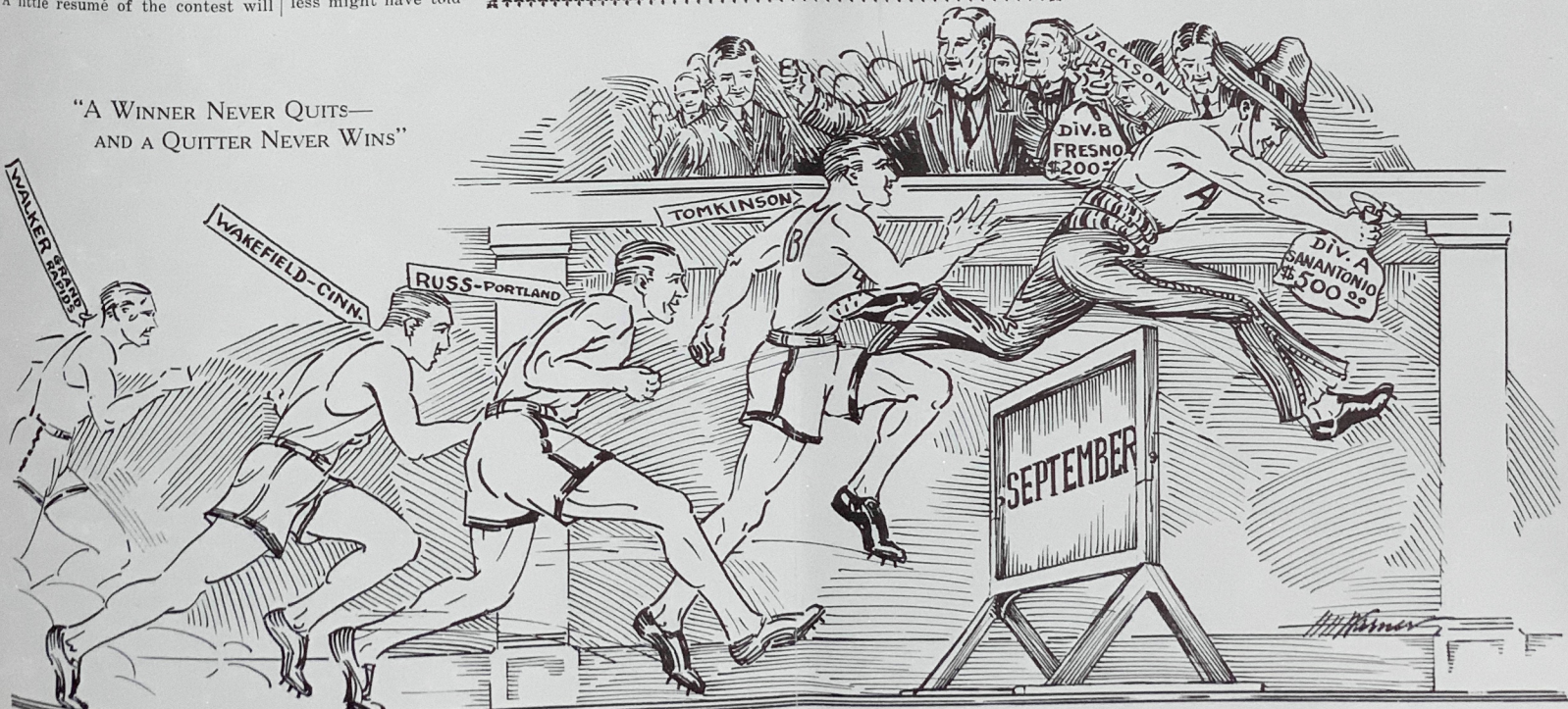
Mr. Bartlett, of Richmond, finished second, with a very fine month's business, and Mr. Creger, of New Orleans, took third position. These two managers came very close to the winner, and helped make it an extremely interesting race. Mr. Gallup, of Buffalo, took fourth place, while Mr. Larsen, of Chicago, finished fifth.

There is little more to add except to thank the participants of the contest for their splendid support.

This six month's affair, with its big final month in September as the climax, surely aroused interest—and helped provide a Summer's business that has beaten everything in the past.

The fast pace has been started. Let it roll on and increase in October.

"A WINNER NEVER QUILTS—
AND A QUITTER NEVER WINS"



Changing A Royal Ribbon

A stenographer dislikes changing a ribbon about as much as an automobilist dislikes changing a tire. There is about as much fun in being mixed up in 12 yards of dirty ribbon as there used to be in being tangled up between inner tubes, protecting flaps and dirty outer casings.

It was a long time before a better way was found to change tires, but it was much longer before the Royal came along with its demountable wheel idea for changing ribbons.

There is just as much difference between changing a Royal ribbon and changing the ribbon on other typewriters as there is between putting a spare tire on an extra rim or quickly slipping on a demountable wheel. If you want an experience that will convince you of what we have to say, change the ribbon on some other typewriter, one of our principal competitors for instance, and see what the stenographer has to do every time she wants a freshly inked ribbon. If you want to be sure to do it in just the right way, get the formula as prescribed in instruction books of other typewriters. Read the 26 or 28 lines until you think you know what is being said and then try it out. Then read the 7 lines in the Royal instruction book and note the difference.

A stenographer does not like to get all messed up with feeding a ribbon through a labyrinth of complicated mechanism. She likes to put a ribbon on with as little soiling of her fingers as she would have in picking a chocolate cream out of a candy box.

The ROYAL RIBBON SPOOL is truly a demountable wheel idea. Competitive machines still use the old fashioned "put in the tube and blow it up yourself" method which means unwinding a ribbon from and onto another spool, or perhaps putting on a spool with the ribbon on it but still going through all the finger gymnastics that try the patience and soil the hands.

This is a great selling feature for the Royal, but it is not demonstrated with the full force of its selling power in many cases.

A stenographer dislikes to change a ribbon if she knows her fingers will become soiled, but there is no necessity for getting a single mark on the fingers if she uses a Royal Typewriter with the Demountable Wheel Ribbon Spool idea.

HOW HIGH WILL THEY CLIMB ON THE ROYAL LADDER?



These six men are junior salesmen in the New York Office today. They are on the first rung of the Royal Ladder of Progress. How high they will be five years from now depends on their own ambition and ability—just as it does with each of us—for Time will make the opportunities in this organization as in every organization—and they await the Unusual Man.

Just six short years ago a great general lead the armies of our nation to glorious victory. Today this same general has retired from active service—passed down the road of Time. "Black Jack" Pershing has stepped aside to make way for younger men.

An event like this is enough to make a fellow think. TIME will be served. No matter how great a man may be—no matter how magnificently he has surmounted difficulties—no matter how tenaciously he stands his ground—slowly, inevitably the years carry him over the crest. "Time's corrosive dewdrop eats the giant warrior to a crust."

This may sound like Fatalism—but is it? The Way of Time has been the way of the world. Men and Events and Conditions run their course—and pass on—others take their places.

Strong men who have won their way to the top of great business enterprises—who have beaten competition and created vast new markets with good merchandising—even such cannot conquer Time.

They too must pass on. Time—the great leveller—is making places every day at the top. The old leaders pass on. No matter how good a man is—TIME is always his master.

That is one of the hardest facts we must face—yet it is also one of the happiest—because it creates what we call OPPORTUNITY.

For when the men at the top slide over—younger, more vigorous men must take their places. SOMEBODY

is going to win out. It is but natural that the man best fitted—the man who has realized that some day—inevitably—someone is going to be needed for the BIG JOB—is the man who gets it.

That man is not the ordinary man—but the UNUSUAL MAN. He sees Time for what it is—THE MASTER. He realizes that sooner or later Time will make the OPPORTUNITY. He knows that the procession of men is bound to move on—and if a man wants to—he can be up there at the front—ready to seize OPPORTUNITY when Time rolls it by. He believes in PREPAREDNESS.

Somewhere will step into those places that TIME vacates. Just as TIME is impartial in his cutting down—so is he impartial in filling these places. TIME has not chosen who will fill them. TIME doesn't care. He has made OPPORTUNITY—and says to men "There you are—now FIGHT FOR IT."

The sooner you realize these few vital facts, the sooner YOU will step out from the procession and say to TIME, "I AM READY. I AM THE UNUSUAL MAN."

You can't sit back and expect Time to come along and single you out to fill the job. Do a little more than the next fellow. Learn a little more. Don't watch the next fellow and copy his methods. CREATE. Be the UNUSUAL MAN.

TIME rolls his silent course. Any day he may make the OPPORTUNITY. Are you READY? Are you THE UNUSUAL MAN?

you which delayed the closing of these deals that you had counted on.

Along about the 15th of the month you had not secured your quota and the Boss was wondering (and so were you) what the outcome would be. Right then and there, Old Man, if you had analyzed your daily routine of work since the first of the month, you would have found that you had been running around in a circle, jumping from one corner of your territory to another, trying to close these few prospects that you had on file. It is just as foolish for a salesman to jump around in his territory as it would be for a farmer to jump from one corner of his field to another.

The above happened to me at one time in my early days of selling, and I analyzed the situation as outlined and realized how foolish my method of working was. The next day I forced myself to start in at one corner of my territory and devote at least one-half of the day to systematic canvassing and the rest of the day on prospects.

I found at the end of the month that by a systematic canvassing I had closed a few deals which I didn't know anything about and also a small percentage of the live prospects came in, which gave me a fair average of sales for the month; and the best part of all—a number of prospects were cultivated through systematic canvassing which enabled me to continue the next month, and so on.

Sixty days ago in Kansas City the salesmen, through mutual agreement, started on a systematic campaign of canvassing. Each salesman divided his territory into units, a unit consisting of three weeks' work. At 8:30 in the morning the salesmen started on their territory, pulling every door knob in a systematic routine. They placed in a memorandum book the names of the firms, the buyers, the serial numbers of the machines, and what the prospects were for future business. At night, they copied this information on Salesmen's Prospect Cards; one for their file, and one for the main file. The results from this systematic work were surprising. Every morning he knew just where to start in. Every day he had a few prospects to see that had developed through this systematic canvassing. He had a card file which contained information that was invaluable.

But, the most surprising thing of all was the fact that one of our salesmen, who has been in the typewriting business since 1900 and who has always contested canvassing, stated that from now on there was only one way to cover territory if a man expected results, and that was through systematic canvassing. He further said that through a systematic canvassing—meeting a different personality on every call that was made—he was improving his selling ability. It sharpened the wits, it kept him on his toes meeting and combating the different arguments, and he found it very interesting. He came in contact with so many different kinds of business and felt that if a salesman would devote his time to making at least fifteen to twenty cold calls in a systematic way each day, that when it came to calling on a prospect, it was a great deal easier for him to close the deal than heretofore.

We can quote the honorable Mr. Coue—"Every day in Every way" through systematic canvassing a man will become a better salesman. But, gentlemen, it is like taking the exercise called, "The Daily Dozen"—if it is not kept up systematically, no results will be obtained.

There are some salesmen who do not believe that the law of average will compensate them. They consider

SERVICE DEPARTMENT CONTEST FOR AUGUST

Division No. 1

Chicago Tops List

The percentage made by the Chicago Service Department for August brought them into first place for the month. This not only shows that Chicago branch is working hard to break all records, but that every man is pulling hard for the Foreman, Mr. Tomek. He is to be congratulated.

Baltimore came in second for August, dropping from first place in July. In spite of the fact that they did not again reach first position this month a great deal of credit is due to Mr. Hartan, Foreman and the men of his department who are ever trying to keep this branch on top. They are constantly after this goal.

St. Louis came into third place for August and is making every effort to top the list. Mr. Appel and his men are going strong and we expect soon to see them in the lead.

Below is a list showing the respective standing of each Department:

- | | |
|-------------------|----------------------|
| 1—Chicago 8* | 11—Atlanta 6* |
| 2—Baltimore 6* | 12—Louisville 3* |
| 3—St. Louis 8* | 13—Philadelphia 5* |
| 4—Detroit 8* | 14—Washington 8* |
| 5—Cleveland 6* | 15—New York |
| 6—Boston 8* | 16—Portland, Ore. 1* |
| 7—Pittsburgh 5* | 17—Hartford 2* |
| 8—Minneapolis 6* | 18—San Francisco |
| 9—Dallas 3* | 19—Cincinnati 1* |
| 10—Kansas City 5* | 20—Buffalo 5* |
| | 21—Indianapolis 3* |
| | 22—Los Angeles |

Division No. 2

Columbus Leads

Columbus came into the lead in the second division of the Service Department Contest for August jumping up from fourteenth place in July. Mr. Dunbar has worked his department up to a high standard and we know that he will keep it among the leaders.

Foreman Hitchcock of our Bangor Office came in second for August and we are pleased to see his office so near the top. It is "hard work and persistent effort that conquers" and this branch evidently has adopted this slogan.

Fort Wayne finished third, coming all the way up from thirty-fifth place in July. This is a remarkable record and we hope to see this office in the lead in the near future.

Below is a list showing the respective standing of each Department:

- | | |
|-------------------------|--------------------------|
| 1—Columbus 2* | 20—Toledo 2* |
| 2—Bangor 4* | 21—Milwaukee |
| 3—Fort Wayne 3* | 22—Oakland 3* |
| 4—Houston 2* | 23—Birmingham |
| 5—St. Paul 4* | 24—Worcester 2* |
| 6—Youngstown 2* | 25—Waco 1* |
| 7—Dayton 3* | 26—Seattle |
| 8—Omaha 8* | 27—Davenport 1* |
| 9—Richmond 1* | 28—Peoria |
| 10—Fort Worth 7* | 29—Denver 4* |
| 11—Des Moines 3* | 30—South Bend 1* |
| 12—Memphis 2* | 31—Portland, Me. 4* |
| 13—Bridgeport 3* | 32—Wichita Falls 1* |
| 14—Albany 4* | 33—New Haven 1* |
| 15—Scranton 5* | 34—Springfield, Mass. 6* |
| 16—Grand Rapids 2* | 35—Johnstown |
| 17—Springfield, Ill. 2* | 36—Duluth |
| 18—Newark 2* | 37—Erie 1* |
| 19—Harrisburg 6* | 38—Providence 1* |
| 20—Akron | 39—Springfield, O. |
| 21—San Antonio 2* | 40—Rockford |
| 22—Rochester | 41—Evansville 1* |
| 23—Jacksonville 2* | 42—Little Rock |

TO INCREASE NETS—

INCREASE EARNINGS

success a kind of luck which enables its possessor to do without hard work. To them the successful salesman is only a marvelous sort of shirker. But, after all the best definition of it is the old one—"An endless capacity for taking pains." The tireless worker wins the secret of power, develops drudgery into mastery, so that it seems careless ease at last, and dazzles the world. "Whatever thy hand findeth to do, do it with all thy might" is still the way to victory in every way of life.

Alexander Hamilton said: "People sometimes attribute my success to my genius; all the genius I know anything about is hard work."

CANVASSING—THE BUG-A-BOO OF SALESMEN

By Paul W. Jones, Manager, Kansas City Office

Mr. Paul W. Jones, who writes the article below on "Canvassing," is pre-eminently qualified to talk on this subject. He has been exceptionally successful in getting business out of smaller territories, which is what we are all striving to do, and what he says ought to be of benefit to you. In his experience, Mr. Jones has found that salesmen are afraid of the tall buildings and the frosted doors, but when they get the habit of canvassing they will find it is the only way to increase results beyond a certain point.—W. A. M.

Why is it that every article you read on salesmanship emphasizes the importance of systematic canvassing?

It has been proven to countless salesmen and executives since the inauguration of salesmanship that systematic canvassing, coupled with intelligent effort, has always compensated the successful salesman through the law of average.

You can liken a salesman developing his territory to the farmer cultivating his crops. The farmer begins at one corner of the field, covering every foot of ground as he moves along. He never thinks of jumping from one corner of his farm to the

other. He knows that by this hit and miss method there would be vacant spaces left in his crops, but by a systematic cultivating of his field he always knows where he finished the night before and where his work begins the next day.

Has your manager ever called you over to his desk on the first day of the month and requested you to tell him the amount of machines that you would sell during the month? You possibly were quite elated over the number of prospects that had accumulated in your file, and no doubt you told the Boss that there was no question in your mind but what you

would sell sufficient machines to make your M.A.D. Naturally, the Boss patted you on the back and everybody felt good.

You then started out on your territory and proceeded to call on these said prospects which you were depending on to give you sufficient business to carry out your promise. You met numerous aggravating obstacles day after day—"The Boss is out of the city"—"We wish to secure figures from another typewriter company"—"You are not allowing us enough money for our old typewriter." Numerous arguments were put up to

"Royal" Fractional Line Space Clutch Assembled

The wonders of mechanical practices are ever before the men who manufacture our product, "The Royal Typewriter." Not a section of the country or the world, in fact, is spared from the constant investigation by our factory in their efforts to find something better. There are hundreds of thousands of men throughout the world who are inventing, originating, designing, testing, tabulating new ideas, models and methods, and it needs a very aggressive organization to continually be on the alert to find out what is being done by the best minds in mechanical developments. Besides this, there must be continual development within our own corps of men in bringing out new ideas and methods. All this brings to us many things of wonderful interest and adds to our keen desire for quality.

The suggestion made to us that our selling force be made aware through the "Standard" of how we manufacture certain important mechanisms or parts of our typewriter, met with ready response, and we are to have descriptive articles from time to time.

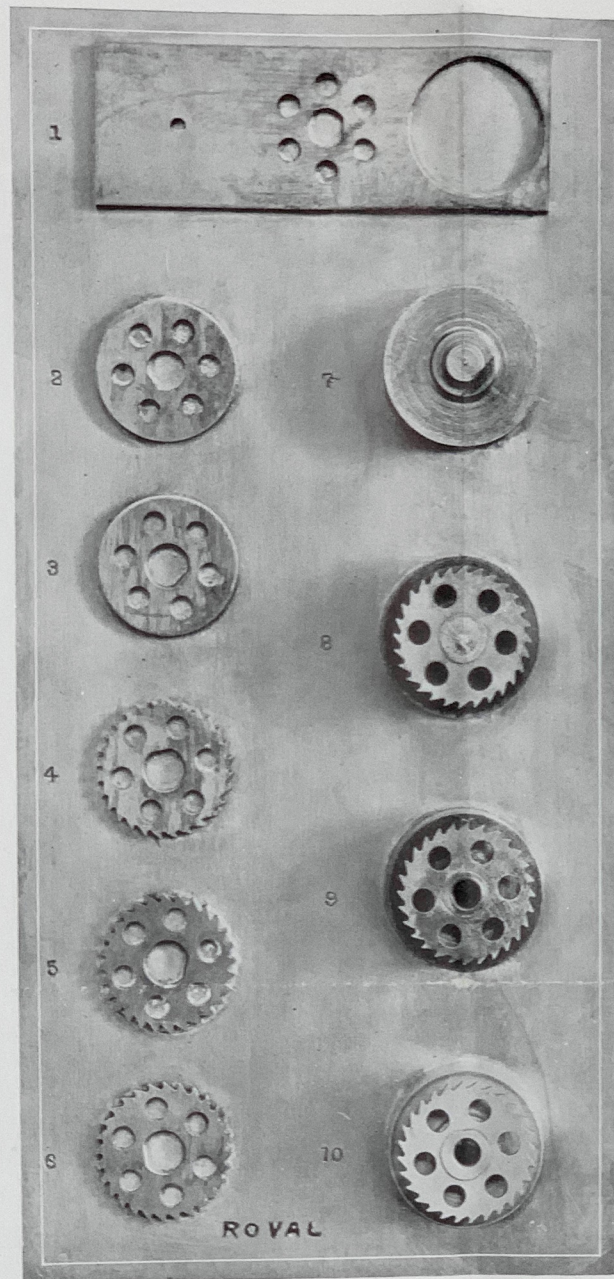
We are giving you this month, information regarding the manufacture of the Fractional Line Space Ratchet Clutch Assembled.

We all of us know how important the Line Space Ratchet is and what the perfect spacing means to a typewriter like the Royal. It naturally follows that great care and perfect machinery must be used in getting perfectly formed teeth and absolutely even spacing. In mechanical terms, we state that the teeth must be positively concentric with the center bearing, spaced accurately the same distance from each other, the outside diameter and inside diameter of the Fractional Line Space Clutch turned concentric with center bearing.

Just glance at the picture and note the arrangement of the pieces in progressive development, and you can more readily follow the details enumerated here.

The first piece No. 1, represents the material (cold rolled, hard steel) punched out on our powerful Power Press.

Piece No. 7 represents the clutch made from high grade, round stock on our Automatic Screw Machines. Note the D shaped hole in piece No. 3 which corresponds with shoulder on piece No. 7; when these parts are riveted



Line Space Ratchet and Fractional Line Space Clutch

together, they make a positive, permanent tight assembly.

Piece No. 3 shows Ratchet blank countersunk, flattened and D hole re-

sized to a thousandth of an inch; Nos. 4, 5 and 6 are shown with teeth milled, roughed and finished on special machinery, ready for hardening and tempering before being assembled to Piece No. 7.

On the inside of piece No. 9 are the teeth of the Clutch. There are hundreds of these fine accurate teeth which are part of the mechanism which operates the Fractional Line Spacer and is one of the positive features of the Royal Typewriter.

Piece No. 10 shows the parts assembled, polished, plated and buffed. The functioning of this piece must be absolutely correct and requires special intelligent inspection before being accepted as a finished product.

Royal line spacing is unquestionably assured with the methods as developed.

Performance PLUS Beauty

The "stream line" design in automobiles was forced into use by women. Just as the modern limousine is lady's idea of what an ideal automobile ought to be, the Royal Typewriter is the modern stenographer's idea of refinement in her surroundings. No longer are the crudities of the old style typewriter accepted in machine equipment. Whereas she is interested in perfectly balanced mechanism, she is not particularly "wild" about looking at it all day long and is willing to leave the more intimate knowledge to the manufacturer who made the typewriter, or the service man, who takes care of it.

She wants not only smooth velvety performance but she demands also an outer appearance of beauty and symmetry which makes her surroundings more harmonious with herself and her environment more agreeable.

An office is judged by little things just as the home is judged by little things. There are certain little marks of refinement that are entirely in keeping with the atmosphere of a refined and well conducted office. Statuary or paintings would be out of place but substantial furniture and a typewriter in harmony with refined surroundings is becoming more and more sought to convey to the casual observer all that can be conveyed by nice attention to detail.

There is an unconscious connection between users of Royal Typewriters to this extent: That in going into an

office where Royal Typewriters are used, one unconsciously associates that firm and that business with the better class of firms. The average credit man, I am quite certain, would pass on the outward general appearance of success of an office using the Royal Typewriter a little quicker than he would one using a machine of some other make, obviously a low installment priced one or a cut rate machine.

Probably the beauty and symmetry of the Royal Typewriter would have not been worked out to its present artistic result if we were not fortunate in having in Mr. Hess a combination of master mechanic and true artist. This is a combination most unusual in the walks of busy men but we have it—no one else has it—and we ought to benefit by it.

NOTICE

The School Department Cup

The School Department Cup will be awarded to the office that exceeds its school quota by the highest percentage for two months, beginning with December 1, 1923.

The office winning this cup will retain it for two months, and the retaining of it for the second two months will depend upon the winner's ability to "repeat."

The winning of this Cup three times during the year entitles the office to its permanent possession and a special prize of \$100.00.

A report will be made to you every two months giving the name of the winning office which is to be filled in as indicated below:

December-January, winning office, Baltimore; February-March, winning office, Grand Rapids; April-May, winning office, Fresno; June-July, winning office, Providence; August-September, winning office, Denver; October-November, winning office—

Posters showing a picture of our School Department Cup and the above explanation were sent to all offices at the beginning of the School Sales Contest. The contest closes December first and owing to the fact that no office has won the Cup more than once, it will be impossible to follow out the original plan. We have decided to award the Cup and the one hundred dollars to the office making the highest percentage of school quota for the entire year. The next two months will tell the story.

ROYAL FOREMEN'S OUTING

Such an outing—for clean, unadulterated fun it couldn't be beat. Everyone acted the kid and no boys were ever livelier or bubbling over with finer spirits.

The foremen left the Plant soon after 12 o'clock, Saturday, September 12th, and in their Rolls-Royces and other speed wagons rushed to Lake Pocotopaug, Conn. There the genial host had prepared for them a real old-fashioned turkey dinner with the "fixins."

Just look at the pictures for the rest of the story. In Photo No. 1 Purchasing Agent Van Ausdale has given the signal to "play ball." Photos No. 2 and No. 3 show that Superintendent Dowd, Mechanical Superintendent Morhardt, Assistant Superintendent Reynolds and Mr. Dacley are interested fans. Photo No. 4 shows Assistant Superintendent Koster lending an ear to Green's blarney. Photo No. 5 shows Vice-President Cook (indi-



cated by arrow) at a game of "roly-poly." Photo No. 6 shows the happy group after a good dinner.

A wonderful boat race was staged between Mackay and Jimmy Reynolds. Many of those present believe that Reynolds won—judging from the soaking he received from the splashing of Mack's oars. It was pure luck that one or the other was not lost overboard; sense of distance and direction was entirely lost in their desperation to win.

No need for a lot of details, but just one other matter should be mentioned. After all the rowdies had participated in the pitch ball, "roly-poly" game and everything from brickbats, clubs and stones had been used to interfere with expert bowlers, it transpired that Vice-President Cook had won the Booby Prize, despite terrific odds against him. It's a wonder that he came out alive.

A wonderful time, a wonderful bunch of fellows and a wonderful esprit de corps—all of these things go to make up Royal co-operation in our daily work.

Dealers' 100 Per Cent. Club

At one of the sectional Olympic tryouts some time ago, a number of runners toed the mark for the 10,000 meter run. The day was fair and the track fast so everything pointed to a brilliant finish. At the crack of the gun the field of about eleven men started on the gruelling test. The first few laps found the men on pretty even terms, but soon one of them started out to lead and it looked as though he was endeavoring to lap the rest. The seemingly odd part of this, was the fact that the rest of the runners did not seem to mind him but kept up their steady strides. After a number of turns around the track one of the men who was running like a well-oiled machine, increased his pace and steadily cut down the lead of the one who was out in front. They soon were on even terms but the one who put forth all his efforts in the first part soon tired and after being passed was obliged to drop out.

The moral is obvious.

Our 100 Per Cent. Club represents a permanent record.

We are proud of our monthly 100 per centers, but what counts most to yourself and to us, is when we find you at the end of the year, with a perfect record, or as a member of the 100 Per Cent. Club.

Will you be in the 100 Per Cent. Club for 1924? Make your plans now.



1-BENSON
Canton, Ohio



2-KING
Carolina T. W. &
Office Supply Co.
Raleigh, N. C.



3-HEISER
Casper T. W. Ex.
Casper, Wyo.



4-DAVIS
Colorado Springs,
Colo.



5-ERVIN
T. W. Ex.
Anderson, Ind.



6-HORTON
Office Sales & Service
Co., Norfolk,
Va.



7-MACOMBER
Saginaw, Mich.



8-PAXTON
Paxton T. W. Co.
Bloomington, Ill.



9-PAYNE
T. H. Payne Co.
Chattanooga, Tenn.



10-PRIOR
Trenton, N. J.



11-ROOF
Tampa, Fla.



12-SNOW
Wausau, Wis.

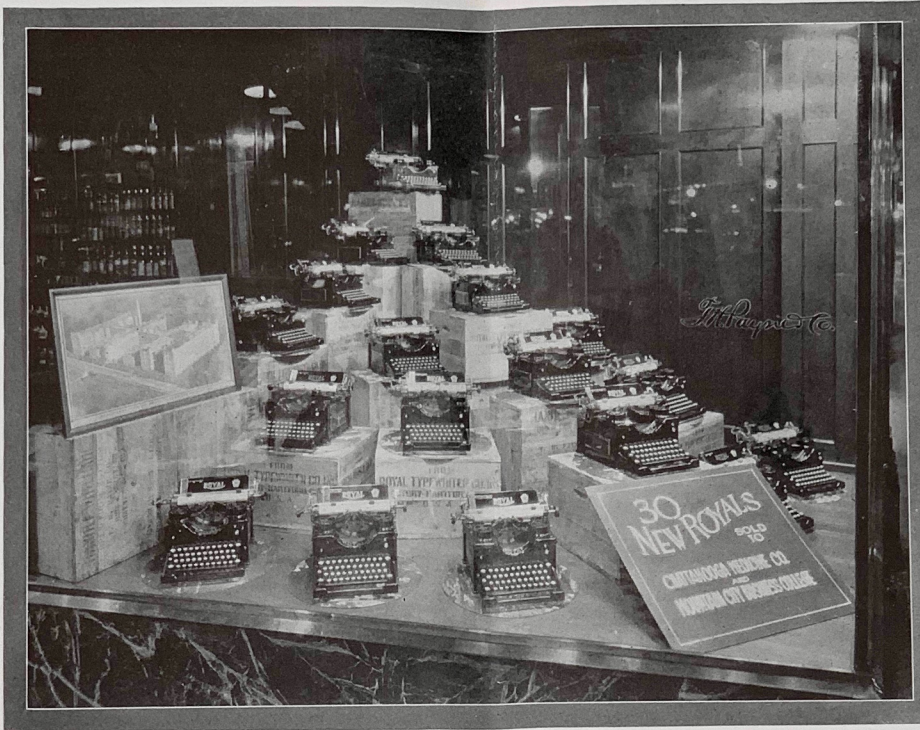
PAYNE'S ROYAL PAGEANTRY

The splendid window display as shown in the accompanying illustration was set up by our 100 per cent. dealer, T. H. Payne Company of Chattanooga, Tennessee.

To be productive of good results, a

the arrangement is such that certain suggestions are impressed upon the mind of the passer-by. The attention of the passer-by would easily be attracted to the Royal which is shown from every angle, and

writer I need in my own business." During the month of September, T. H. Payne Company sold more Royals than in any one month since he took over the dealership and we believe that this window was a help to him



display of this character depends upon the amount of attention it attracts, and its effectiveness in creating a desire for the article being displayed. The desire will not be aroused unless

upon reading the Poster, he would say to himself, "If a Royal is used by one of the biggest Business Colleges as well as the largest business concern in my city—why that's the type-

in setting this new record. We compliment them on its appearance.

We thank T. H. Payne Company for sending us this photo, and congratulate them on their new record.

ROSES AND "ROYALS"

This car of Roses and Royals was Mr. George A. Pearce's entrant in an elaborate parade which was held to celebrate the opening day of the West Texas Fair at Abilene, Texas.

Every one viewing the parade knew that this car represented the Abilene Typewriter Exchange of which Mr. George A. Pearce is proprietor, but unfortunately, the sign on the side of the car is of a pale blue color, and for this reason does not show up very well in the photograph.

At the wheel is Miss McCamant, who has charge of the ribbons and carbons for Mr. Pearce. Her companion, is Miss Richards. In the rear is Miss Sheppard and Miss Moore, both of whom are operating Royal Typewriters.

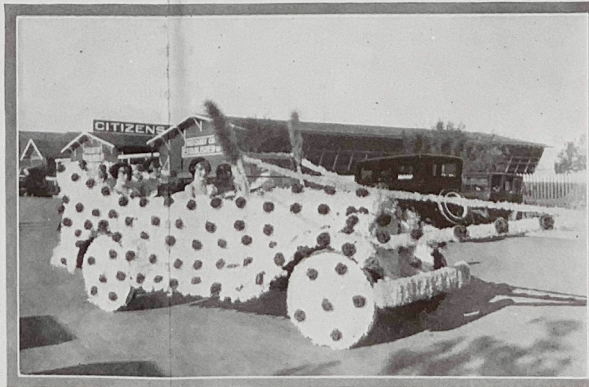
Mr. George A. Pearce wrote us that he did not win one of the six prizes, and believes that the judges did not

see the car on account of the pretty girls. It does seem as though somebody erred.

Although a prize was not won this time, this fine float must have resulted in some splendid advertising,

and we all hope that the next time Mr. Pearce will win first prize.

This dealer also had a Booth at the Fair Grounds where many demonstrations were made to future Royal Boosters.



TAMPA BRIGHTEST SPOT ON THE MAP

The big September record was not possible without startling work on the part of many dealers, but H. J. Roof, our dealer at Tampa, made a record that stands out in a class by it-

self, even in this month of records. Nearly 400 per cent. of his quota, one of the largest quotas in the organization, following a month in August of 260 per cent. puts him well

over his entire quota for the year with three of the best months to go.

Our hat is off to Mr. Roof and his sterling organization in the "Land of Perpetual Sunshine."

Let Us Hear from You

Each month the Dealers' Department page is filled with interesting stories of accomplishments, descriptions of various exhibits—and reports of the many activities on behalf of the Royal Typewriter engaged in by our dealers. We try to make it as help-

ful to you—as full of interest and useful suggestions as we can—but we need the help of each and every dealer. If you have done anything in an unusual way, let us hear about it. Send us the story and pictures. The rest of the dealers are anxious to hear about it. If you have produced greater results in the sale of Royal Type-

writers through a new method—here is the place to tell the other fellow about it. In short—this is your page—it is intended to bring closer contact among our dealers in all parts of the country, and it can be helpful to you in such measure as you aid in making it more helpful to the other fellow.

September Honor Roll

While we did not break the March Record, the Dealers Department made a wonderful showing during the month of September, and every dealer deserves credit for his part in making the high score.

In the last issue, we asked for an increase of the monthly one hundred per centers, and we are proud to list the names of twenty-seven who made the perfect score this month.

Glancing over the names, you will note new Royal representatives, Mr. F. E. Horton of the Office Sales and Service Company at Norfolk, Virginia, and C. C. & H. C. Macomber at Saginaw, Michigan. We look forward to seeing these men on the honor roll each month.

Will we increase the number during October?

Anderson Typewriter Company, Pasadena, Cal.
Brewington Typewriter Company, Madison, Wis.
Carolina T. W. & Office Supply Co., Raleigh, N. C.
Crosby-Mook Typewriter Co., Warren, Ohio
Roy A. Davis, Colorado Springs, Colo.
A. L. Deal, Hickory, N. C.
Gerrie Press, Sault Ste. Marie, Mich.
Graham & Wells, Corvallis, Ore.
John I. Kerr, Port Huron, Mich.
Kirkpatrick Company, Nashville, Tenn.
Marshall Love, Bowling Green, Ky.
C. C. & H. C. Macomber, Saginaw, Mich.
Office Sales & Service Co., Norfolk, Va.
Office Specialties Co., Fargo, N. D.
Patterson Blair, Stationers, Fayetteville, Ark.
Paxton Typewriter Company, Bloomington, Ill.
T. H. Payne Company, Chattanooga, Tenn.
W. W. Prior, Trenton, N. J.
H. J. Roof, Tampa, Fla.
P. D. Snow, Wausau, Wis.
Southern Typewriter & Supply Co., Shreveport, La.
Loren E. Speice, Bucyrus, Ohio
Standard Typewriter Co., Shreveport, La.
Tribune Printing & Supply Co., Great Falls, Montana
Tulsa Typewriter Company, Tulsa, Okla.
Typewriter & Office Supply Co., El Paso, Texas
Winfield's, Grand Junction, Colo.

M. A. D. Club for September



1-GAFFANEY
Office Specialty Co.
Fargo, N. D.



2-RINGWALD
Office Specialty Co.
Fargo, N. D.



3-BANCROFT
York, Pa.



4-PRIOR
Trenton, N. J.



5-KIRKPATRICK
Nashville, Tenn.



6-POWELL
Carolina T. W. &
Office Supply Co.
Raleigh, N. C.



7-ROOF
Tampa, Fla.



8-NICHOLS
Topeka, Kan.

THE ROYAL IN RECENT FAIRS

At the first Sample Fair of Asturias, held in Gijon, Spain, from August 15th to August 31st, a very

Asturias region is one of the leading commercial and industrial centres of Spain, the city of Gijon being an im-

Royal Highness, the Prince of Asturias, the closing ceremonies having been conducted at the Royal stand in the presence of a distinguished company. The closing act was drawn up on a white enamel Royal machine by the agent for that region, Mr. Pedro Martinez, on a letterhead of our dealer, the act being signed by his Royal Highness in his official capacity of Honorary President of the Fair. A fac-simile of the closing act is shown at the right, showing the signature of the Prince and other distinguished officials of the fair.

It is our pleasure to reproduce (left), a photograph of the Royal Stand at the Fair. Our dealers reported the exhibit to be a decided success. Special advertising was carried on in the newspapers of that region during the time that the fair was in progress. Much of the success of the fair was due to the hearty co-operation of Mr. Martinez, the agent in that region. In his work, he was ably assisted by Mr. Jose Magadan, Inspector General of Trust Mecanografico, and Mr. Santiago Perez, one of the owners of that firm.

The excellent manner in which the Royal exhibit at the fair was conducted will undoubtedly be long remembered by the many people who visited the Stand and it is confidently felt that our dealer's efforts during the fair will assure lasting results in the development of Royal business in the region of Asturias.



interesting exhibit was installed by the Royal distributors for that country, Trust Mecanografico. This fair was a very important one, since the

portant port on the Bay of Biscay.

Special interest was attached to the Royal exhibit through the fact that the fair was officially closed by His

Royal Well Represented at Fairs in Baltic States

Two very important fairs were recently held in the Baltic States, one of them in Riga, Latvia and the other at Reval, Esthonia. At both of these fairs, the Royal typewriter was placed

graph reproduced (No. 1). This stand was installed by Messrs. O. & J. Dalitz Bros., who handle the Royal in Latvia and Lithuania. In the illustration (No. 2), we reproduce a photo-



No. 1



No. 2

on exhibition by the dealers in each of the two countries mentioned and they tell us that the fairs were in every way successful.

A view of the Royal exhibit at the Riga Fair is presented in the photo-

graph of the exhibit installed at the Reval Fair by Messrs. Loun & Schitkov, our dealers for Esthonia.

As may be seen from the illustrations, both exhibits were exceptionally well arranged. Our dealers in the

Baltic States are deserving of high praise for their efforts and we take this occasion to compliment them on the excellent work done in connection with these two fairs.

Argentine and Cuban Dealers Visit New York

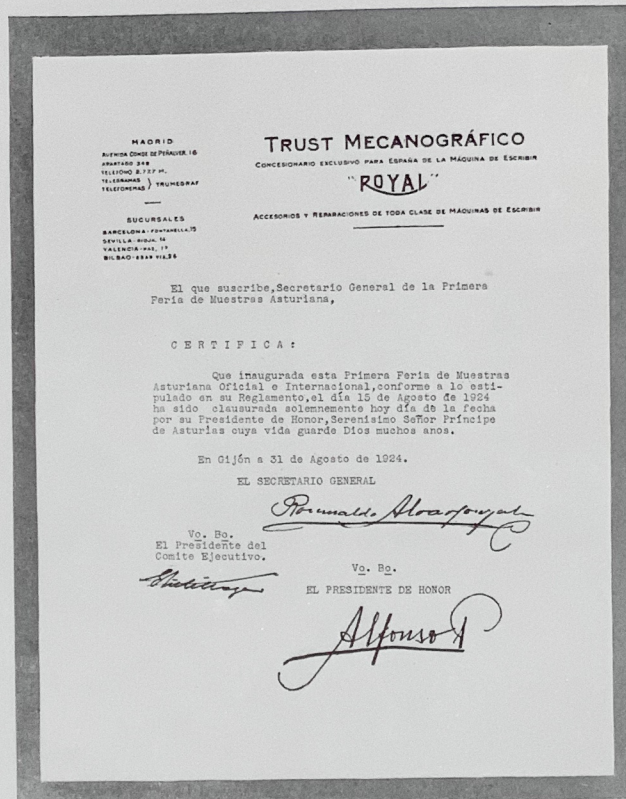
Mr. Frank Hesse, Manager and one of the principal owners of Compania La Camona, of Buenos Ayres, Royal dealers for the Argentine, is now visiting the United States and has spent considerable time with us here in New York. Mr. Hesse arrived here from England where he will return about October 10 to rejoin his family. During his visit to this country, Mr. Hesse, accompanied by Mrs. Hesse, made an automobile tour to California, which both report having thoroughly enjoyed.

Mr. Hesse is very optimistic regarding prospects for business in the Argentine and he tells us that the Royal is becoming more firmly established there every day. Compania La Camona has a very extensive organization and we know that it is capable of establishing future records that will even surpass the excellent work of the past twelve years.

On September 20, Mr. Alejandro Texidor, President of Texidor Company, Limited, of Havana, Cuba, arrived in New York, accompanied by Mrs. Texidor. They plan to spend about three weeks here, after which they expect to return to Havana.

Mr. Texidor's company has been Royal distributor for Cuba for the past nine years, our business in that country having shown a marked development during that period. Mr. Texidor is now planning for an intensive year ahead and we are sure his plans will meet with the success they deserve.

We were certainly glad to have had both of these gentlemen with us again and we hope to have the pleasure of seeing them again in the not too distant future.



The undersigned, General Secretary of the First Asturian Sample Fair

CERTIFIES:

That this First Official and International Asturian Sample Fair, having been inaugurated on August 15th, 1924, in accordance with the stipulations of the Regulations, was solemnly closed this day by its Honorary President, His Serene Highness, the Prince of Asturias, whose life may God protect for many years to come.

The Royal on Exhibition in the Far East

Messrs. Poinard & Veyret recently had the Royal typewriter on exhibition at the Fair held not long ago in the city of Hanoi, French Indo-China. They also have branches in Haiphong, Pnom



Our photograph shows a corner of their exceptionally well arranged exhibit.

This concern, which acts as sub-dealer for our general dealers for France, Messrs. J. H. Davis & Company, is one of the old, well-established firms in French Indo-China and

Penh, Hanoi, Mongtseu and Yunnanfou.

Messrs. Poinard & Veyret are to be complimented on their excellent display at the Hanoi Fair. Their energetic activities will be sure to lead to even greater prestige and standing for the Royal in their country.

National Accounts News

A quota for National Accounts Departments sales for the month of October has been given to each branch office. In the November issue of the "Standard" will be shown the names of the ten leading offices based on the percentage of sales to quota. This gives all branch offices, large and small, equal chance to show their ability to get their share of the volume from the large user. The monthly standing will bring out the managers who have a well balanced business with the large as well as the smaller user, and this means good business management.

Get in with the first ten. All have an equal chance!

More news of this important branch of the business will appear in the November "Standard".

THE ROYAL M. A. D. CLUB NOW HAS 238 MEMBERS

We are publishing this month only the men who made the Machine-A-Day Club for September in the order in which they made it. The men making the M. A. D. for the first time are indicated by an asterisk beside their names. Repeaters for September also have a number which indicates the times they have made the club since its inauguration.

THE NEW M. A. D. MEMBERS FOR SEPTEMBER



1—R. F. HOYT
Chicago



2—E. M. BUSHEE
San Antonio



3—J. T. JACKSON
San Antonio



4—E. E. JONES
Grand Rapids



5—J. F. DACEY
Bridgeport



6—N. M. MACLEOD
Boston



7—E. C. WEEKS
Washington



8—A. G. FREEBERG
Chicago



9—D. D. RAINE
New York



10—H. J. CALHOUN
New Orleans

- 1—H. F. Brainerd 22*
Hartford
2—H. H. Tomkinson 8*
Fresno
3—R. F. Hoyt *
Chicago
4—G. C. Kinnamon 11*
Columbus
—H. E. Burton 12*
Boston
—T. M. Gleason 20*
New York
5—J. T. Wellman 22*
Louisville
—C. E. F. Russ 2*
Portland, Oregon
—G. M. Guest 21*
New York
—D. J. Allingham 22*
New York
6—S. D. Wakefield 7*
Cincinnati
7—P. W. Jones 16*
Kansas City
—M. V. Miller 22*
Pittsburgh
8—E. M. Bushee *
San Antonio
—G. L. Smith 3*
Los Angeles
9—F. I. Crocker 4*
Boston
—A. J. Redding 5*
Chicago

- L. D. Teeters 4*
Detroit
10—J. T. Jackson *
San Antonio
—J. M. Roberts 14*
Chicago
11—E. V. Sherry 6*
Philadelphia
—H. W. DeMott 17*
New York
—H. G. Jones 4*
San Francisco
12—H. W. Boshan 2*
Bangor
—E. E. Jones *
Grand Rapids
—R. R. Chaffa 10*
New York
13—W. J. Creger 4*
New Orleans
—C. V. House 2*
Erie
—E. G. Dodge 16*
Baltimore
—H. D. Cashman 4*
Washington
14—F. A. Smith 2*
Boston
—W. E. Howard 2*
Chicago
—J. W. Mann 10*
Atlanta
15—R. C. Goldblatt 8*
Chicago

- L. E. White 2*
St. Louis
—J. F. Dacey *
Bridgeport
—B. P. Hamil 10*
Chicago
—E. H. Johnson 7*
Chicago
—M. C. Hull 8*
Cleveland
—S. E. Richter 7*
Washington
—C. N. White 16*
New York
—N. M. MacLeod *
Boston
—G. H. Palmer 2*
Boston
—E. C. Weeks *
Washington
—A. G. Freeberg *
Chicago
—W. F. Teer 8*
Indianapolis
—F. L. Gallup 10*
Buffalo
—C. M. Pillow 5*
Buffalo
—H. J. Calhoun *
New Orleans
—D. G. Becknell 3*
San Francisco
—D. D. Raine
New York

DEALERS

- 1—E. H. Benson
Canton, Ohio
2—J. E. Gaffaney *
Fargo, N. D.
3—S. W. Grant
Beaumont, Texas
4—T. N. Prior
Trenton, N. J.
5—H. J. Roof *
Tampa, Fla.
6—G. N. Paxton
Bloomington, Ill.
7—C. L. Larkin
Utica, N. Y.
8—R. A. Rehm
Albuquerque, N. M.
9—H. Tuell
Chattanooga, Tenn.
10—H. J. Smith
Parkersburg, W. Va.
11—C. E. Anderson
Pasadena, Cal.
12—I. Vincent
Topeka, Kan.
13—W. W. Canter
Bristol, Tenn.
14—H. C. Schumacher
Glendale, Tenn.

- 15—J. J. Flynn
Jamestown, N. D.
16—H. Rowe
Fairmont, W. Va.
17—L. F. Spiece
Bucyrus, Ohio
18—W. W. Prior *
Trenton, N. J.
19—C. B. Weissinger
Albuquerque, N. M.
20—H. H. Phillips
Trenton, N. J.
21—A. G. Packard
Hornell, N. Y.
22—Scott-Parker Co.
Macon, Ga.
23—F. L. Patty
Austin, Texas
24—H. G. Bancroft *
York, Pa.
25—H. B. Harper
Anderson, S. C.
26—J. E. Wikoff
Oklahoma City, Okla.
27—Pound & Moore Co.
Charlotte, N. C.
28—G. A. Pearce
Abilene, Texas

- 29—B. M. Kelly
Charleston, N. C.
30—J. A. Ross
Canton, Ohio
31—R. C. Nichols*
Topeka, Kansas
32—Tulsa T. W. Co.
Tulsa, Okla.
33—Carolina Typ. & O. S.
Co. *
Raleigh, N. C.
34—Royal T. W. Agency
Phoenix, Arizona
35—M. E. Bacon
Hopkinsville, Ky.
36—Nebraska Tw. Co.
Lincoln, Neb.
37—Utah Tw. Ex.,
Salt Lake City, Utah
38—W. R. Cook
Independence, Kan.
39—A. W. Peters
Battle Creek, Mich.
40—A. W. Ringwald *
Fargo, N. D.
41—R. H. Powell *
Raleigh, N. C.

CANADA—Royal Typewriter Company, Limited

- 1—W. A. MacLean, Mont'l 2—J. S. Dunn, Montreal 3—T. G. Lewis, Ottawa

GREAT BRITAIN—Visible Writing Machine Co., Limited, London

- 1—H. D. Ebbutt 5—C. Salter 9—James Hunt 13—L. Harris
2—J. Harrison 6—H. Herman 10—W. D. Morgan 14—C. A. Bak
3—F. Iree 7—J. Sears 11—B. Harris 15—R. T. Hepworth
4—H. D. Buckridge 17—S. H. Goodwin 18—A. J. Van Dervelde 16—F. W. Johnson

AUSTRALIA—Sydney Pincombe, Ltd.

- 1—W. J. Sheehy
2—R. G. Hood
3—E. W. Rutledge
4—E. S. Stack

CZECHOSLOVAKIA—Joseph Foist

- 1—Alois Foist
2—L. Mazanek
3—J. Hejzman
4—A. Smatlak

FRANCE—J. H. Davis & Co.

- J. H. Davis



CARLOS S. GARZA
Mexico

Mexico—M. E. Raya & Company

- 1—Alfredo Aguirre
2—Alonso M. Garza
3—Alfredo Garza
4—Carlos S. Garza

LATVIA—O. & J. Dalitz Bros.

- James Dalitz

GUATEMALA—James P. Howell:

- 1—D. V. Elias
2—V. M. Ramirez

SWEDEN—Aktiebolaget Maskinaffaren

- Royal Standard
Jonas Eriksson

DENVER WINS SCHOOL DEPARTMENT CUP FOR AUGUST AND SEPTEMBER

During August and September, Denver secured the largest percentage of school quota that has yet been obtained by any of our offices since the beginning of the School Sales Contest. This is certainly a worthy achievement in view of the fact that the majority of the boys have been and are still traveling at a very rapid pace. Boston is second with a very high percentage.

Our school reports for the last two months show that forty-four of our offices secured over 100 per cent. of their school quotas. Out of this number, twenty-four made over 200 per cent. and seventeen of the twenty-four made over 300 per cent. of their quotas. These are splendid records.

September school sales are far ahead of those secured during September of last year, and they exceed the school quotas by more than 85 per cent. Portland, Ore., heads the list and San Antonio is a close second.

Below is the standing of our offices for the month of September, and also for the months of August and September:

SEPTEMBER

- | | | | |
|----------------------|-----------------------|-----------------|----------------|
| 1—Portland, Ore. | 19—Boston | 30—Erie | 41—Newark |
| 2—San Antonio | 20—Denver | —Ft. Worth | 42—Akron |
| 3—Fresno | —Oakland | —Harrisburg | 43—Providence |
| 4—Grand Rapids | —Youngstown | 31—Davenport | 44—Worcester |
| 5—Cleveland | 21—South Bend | —Seattle | 45—Detroit |
| 6—Indianapolis | 22—Waco | 32—Jacksonville | 46—Duluth |
| 7—Johnstown | —Washington | 33—Peoria | 47—Minneapolis |
| 8—Richmond | 23—Portland, Me. | 34—Philadelphia | 48—Albany |
| 9—Cincinnati | 24—Springfield, Mass. | —Toledo | 49—Little Rock |
| 10—Kansas City | 25—New York | 36—Pittsburgh | 50—Memphis |
| 11—Columbus | 26—Birmingham | 37—Evansville | 51—Atlanta |
| 12—Omaha | —Dayton | 38—Des Moines | 52—Los Angeles |
| 13—Bangor | —Ft. Wayne | —Scranton | 53—Houston |
| 14—Bridgeport | 27—Hartford | 39—St. Louis | —Rockford |
| 15—Louisville | 28—San Francisco | 40—Rochester | —Sioux City |
| 16—Buffalo | 29—Baltimore | | —St. Paul |
| 17—New Orleans | —Chicago | | —Wichita Falls |
| 18—Springfield, Ill. | | | |

REPORT FOR AUGUST AND SEPTEMBER

- | | | | |
|------------------|-----------------------|--------------------|--------------------|
| 1—Denver | 19—Indianapolis | 33—New York | 44—Akron |
| 2—Boston | 20—Evansville | 34—Providence | —Minneapolis |
| 3—Portland, Ore. | —Johnstown | —Washington | 45—Baltimore |
| 4—Omaha | 21—Columbus | 35—Toledo | 46—Springfield, O. |
| 5—Grand Rapids | 22—Louisville | 36—Erie | 47—St. Louis |
| 6—San Antonio | 23—Hartford | —Oakland | 48—Duluth |
| 7—Fresno | 24—Springfield, Mass. | —Philadelphia | 49—Albany |
| 8—Buffalo | 25—San Francisco | —Springfield, Ill. | 50—Wichita Falls |
| 9—Kansas City | 26—Pittsburgh | 37—Newark | 51—Detroit |
| 10—Dayton | 27—Birmingham | 38—Portland, Me. | 52—Scranton |
| 11—Worcester | 28—Ft. Worth | 39—Milwaukee | 53—Atlanta |
| 12—Bangor | 29—Ft. Wayne | 40—Harrisburg | 54—Los Angeles |
| 13—Davenport | —South Bend | —New Haven | 55—Little Rock |
| 14—Cincinnati | —Youngstown | —Peoria | —Memphis |
| 15—Cleveland | 30—Dallas | 41—Seattle | 56—Houston |
| 16—New Orleans | 31—Des Moines | 42—Chicago | 57—Rockford |
| 17—Richmond | 32—Jacksonville | 43—Waco | —Sioux City |
| 18—Bridgeport | | | —St. Paul |

A. M. STONEHOUSE,
Manager of School Department.

EMPLOYMENT DEPARTMENT

It is very interesting to note in looking over the employment reports that the Employment Managers are devoting a great deal of time to the placing of beginners in positions. This is a very important part of the service to be rendered by our Employment Departments.

Our Cleveland and Chicago offices tie for first place based upon the number of beginners placed in positions.

Our Employment Managers are making a great many calls each month on both commercial houses and schools. This is one of the best ways of advertising our Employment Departments.

St. Louis heads the list for September based upon the number of calls made.

A good showing was made last month in the number of positions filled, and also in the number of sales secured.

Our St. Louis office is first under positions filled and Portland, Ore., is first under sales. St. Paul heads the list for our Branches under positions filled.

DISTRICT BRANCHES

- Positions Filled
1—St. Louis
2—New York
3—Minneapolis
4—Chicago
5—Dallas
6—Kansas City
7—Louisville
—Cleveland
8—Washington
—Baltimore
9—Philadelphia
—Boston
10—Los Angeles
11—Portland, Ore.
12—Detroit
13—Pittsburgh
14—Buffalo
15—New Orleans
—Cincinnati

DISTRICT BRANCHES

- Sales
1—Portland, Ore.
2—Washington
3—Dallas
4—Baltimore
5—Chicago
—St. Louis
—Pittsburgh
6—Louisville
7—Cleveland
8—Kansas City
9—Philadelphia
—Boston
10—New York
—New Orleans
11—Minneapolis
12—Buffalo
13—Los Angeles
14—Detroit
—Cincinnati

BRANCHES

- Positions Filled
1—St. Paul
2—Waco
3—Peoria
4—Fort Worth
5—Akron
6—Houston
7—Grand Rapids
8—Denver
—Toledo
9—Duluth
10—Omaha
—Worcester
11—Milwaukee
12—Providence
—Birmingham
13—Rochester
—Portland, Me.
14—Newark
15—Rockford
—Bangor
—Dayton
—Johnstown

A. M. STONEHOUSE,
Manager School Department.